The Manchester Movement for Bettering the Condition of Working People.

Special Correspondence National Tribune.

MANCHESTER, ENG., Oct. 19, 1883. The movement for the cultivation of art in I feel sure that your readers will not object to the smoky atmosphere of Mauchester, the conditions of life in the English city are not very different from the conditions of life in the great might be followed with good results in my own city (Philadelphia) and in every American city

ber of cultivated persons of leisure, who have a strong sense of their responsibility for the welfare of the community in which they live, makes work such as that of the Manchester Art Museum committee possible much more generally in England than it is at present in America. Among persons of leisure there is, too, a more general diffusion of what we call accomplishments than exists among us. Music and drawing form part of the education of English men and English women; and sketches or songs may be asked for and obtained among a very much larger proportion of the citizens of an English manufacturing city than of any ers have been able to give to the Manchester movement for bringing enjoyment into the lives of Manchester working people. The aim of the leaders of the movement is stated as fol-

lows by Mr. Horsfall: To a few of us in Manchester it has seemed that if we are to work at the task of improving the condition of life of our town work-people with a greater feeling of usefulness than one would have in offering a cup of water to a man dying not only of thirst, but also of hunger and cold, we must not limit our efforts to the providing of music, or of any one kind of wholesome pleasure, but must devise a system which shall enable us to offer to the comparatively few people whom our own efforts can reach all the different kinds of pleasure which are necessary for health. We feel, also, that if we are to work hopefully we must choose kinds of work which, if done successfully by us on a small scale, are sure to be taken up on a large scale by others. Our system includes not only the giving of concerts, but also the provision of means for enabling the people of large towns to have some of that sensuous and intellectual pleasure which reaches us through the eyes, and the provision, too, of means for enabling them to have pleasant physical exercise. We seek to attain our object of making it certain that our work, if successful, will be done on a larger scale by others; in the matter of ari, by providing all day schools and Sunday schools in Manchester and Salford with pictures, busts, beautifully colored textile fabrics, pottery, and other works of art which are best fitted to de velop the power of perceiving beauty of nature and of art, and by establishing an art museum, with contents carefully chosen for the same purpose, ieving that if we are successful similar work will be done in most schools in other towns; and in the matter of physical exercise, by having a large, well-fitted gymnasium and playground open as lung as public houses are open, which, after a few years, we shall hand over to the town council, with the certainty that our success will cause them

to build similar gymnasia in other parts of the THE QUESTION OF MUSIC. Prospectus of the Art Museum to show what a chester committee: far-reaching means of giving pleasure the leaders of the popular art movement proposes in that direction. The following extract from ceptibility to beauty of form: The abnormal growth of our towns has led to the running-up by Mr. horsfall's description of the effort to supply good music may serve to show what has been done in Manchester, and what may be done in American cities in the direction of substituting good cheap concerts for harmful amusements: I shall now speak only of what we have done respecting concerts. We began this part of our work in 1879. We laid long felt that cheep concerts of good music would be very useful, but the success of Mr. Charles Bethune and his friends in ndon was the immediate cause of our action. As, however, we desired that our concerts should be the beginning of a system capable of expanding to meet the need for good music of all the work people of Manchester, we determined that they should be the means of ascertaining whether or not a demand for good cheap music existed or could be developed amongst work people which professional musicians could live by supplying. So, instead of making no charge for admission,—as Mr. Bethane and his friends had done,—we charged two pence for admission. As we expected that at first our expenses would exceed our receipts we asked a few people to form a guarantee fund. The first hall we took was the Thelme town hall, in which there are scats for about eight Lundred people. At the first three or four concerts we had rather small audiences, but when the concerts got known we had an audience of over a thousand persons every night. There are a good many well-trained choral societies in or near inchester, nearly all of which gave us cordial help. So did innumerable professional and ama-teur musicians. Thirteen concerts were given in the first series, and they were attended by 12,272 persons. There was a loss on these concerts of \$25.3. In the following winter—that of 1899—concerts where given in the Thelme town hall with even greater success, and a small profit was made. Twenty concerts, attended by 18,697 persons, were given in Thelme; eighteen, attended by 11,574 persons, in the smaller Pendleton Hall. Last winter nincteen concerts were given in Theime, the audiences amounting to 17,142, and eighteen in Pendleton, with audiences of 12,519. We do not think it necessary to form classes for singing, as no person in Manchester who wishes to learn singing has any difficulty in joining a class. But this is not the case with regards instrumental music, and we ope to form classes for next winter. The most raging result of our work is that, as we hoped would be the case, the success of our con-certs in attracting work people has induced several professional musicians to begin work on the same lines. In 1881 one musician came to us and offered, if we would guarantee him against less, to give a series of concerts at low prices in a hall which holds about 1,500 people, and we accepted his offer. There was a loss on his first five concerts, but the second series of twenty concerts, charging 3d., 6d. and 1s. More than 30,000 persons attended this ries. Then, last year, another professional against loss to give a series of ten concerts on alternate Saturdays in the Free Trade Hall, charg-ing 3d., 4d. and 6d. This offer we also accepted. ery concert gave him a profit, and our guarantee cost us, therefore, nothing. The ten concerts were attended by 23,270 persons. Our system has led, then, to 4.762 persons on an average hearing good music at small cost on each of twenty Saturdays he last winter, without counting the audiences at one or two other series of cheap concerts, which, in consequence of our success, have been given in other parts of Manchester, and at cheap organ recitals. But large as this number is, it is drawn from a very large population, and concerts have not perceptibly influenced the tone of the recrea-

houses and music halls, I would call the reader's attention to the help which amateurs in England are able to lend to the leaders of the movement for bringing wholsome pleasure within reach of all

tion of the people yet. A marked improvement cannot be expected till we take truer views of edu-

cation than we now take, and see that all the chil-

classes of the population. By way of carrying out the idea hinted at in the closing paragraph of the extract, the Art Museum committee propose to place in the schools of Manchester small loan collections of pictures, casts, pottery, textile fabrics and other products of art with clearly-printed explanations, and, when possible, descriptions of

the process by which each object is produced. things used in every house. The collections of pictures will include engravings, photographs and omo-lithographs of such pretty scenes as town children see on the rare occasions when they are taken out of town,—country lanes, woods, fields, farm-yards, shipping and coast scenery; buildings and places, and events which they read of in the Bible and in their geographical and historical lesson books. Each collection will also include good colored pictures of the common wild and garden

moths, and butterflies. In addition to this Mr. Horsfall announces

It is hoped that the school board and the other managers of schools will give facilities for dren on the objects contained in the collections. Fach of the less costly pictures in the school collections has its price and the price of the frame clearly printed on a label. We hope to make arrangements for facilitating the purchase by children or their parents of works of art like those contain the title and price of the cheapest books which contain accounts, both interesting and trustworthy, of the things represented in the pictures. It is hoped eventually to provide every school with a large, well-shaped giass case for growing plants, which will keep some beautiful natural objects before the childrens' eyes, and, perhaps, induce some of them to grow plants at home.

Having thus solved the problem of how to make a first-class organ by the thousand at the lowest possible cost, Mr. Beatty at once the shore, I stepped into the water, and pulled the shore, I stepped into the water, and pulled the raft—as it proved to be—ashore. The man who was with me had his gun ready to shoot him if he made a move, and as I turned the raft around he said: "I will make you talk," and ing in the heart of the city, and are connected in the heart of the city, and are connected in the price of the frame spirits revived considerably, and then our spirits revived considerably, and then our spirits revived considerably, and we concluded to capture him if he came near enough to us.

Having thus solved the problem of how to make a first-class organ by the thousand at the lowest possible cost, Mr. Beatty at once the line of the spirits revived considerably, and the sour spirits revived considerably, and we concluded to capture him if he came near enough to us.

Having thus solved the problem of how to make a first-class organ by the thousand at the lowest possible cost, Mr. Beatty at once the line of the city and the spirits revived considerably, and the source of the spirits sou Each of the less costly pictures in the school cel-

WOMAN'S WORK WANTED. Amateurs are to be induced to lend aid in ready done in the musical part of the movement. The chairman of the museum commit-

committee of supplying schools with collections Manchester is so practical and so effective that art, the committee venture to point out some of many kinds of work which would be very useful for school collections: Water-color drawings and having yet one more letter filled with details other good representations of common flowers, concerning it. With the single exception of grasses, leaves, butterflies, humming birds, and any other beautiful things or places; pictures of any kind fitted to give desirable knowledge or to culti-vate a sense of beauty of form or color. The best illustrations from such works as Yriarte's "Ven American cities; and it seems to me that every suggestion borrowed in the following paragraphs from the careful thought of Englishmen graphs from the careful thought of Englishmen land, cut out, arranged in congruous series. and mounted, with a few very clearly writ ten words of explanation, would be most useful that I know.

In two respects our English consins have a works like the Portfolio and the Art Journal. Now, this is a matter with regard to which many people in Management of the construction. government has for many years maintained a department of science and art, and has made tion, and it is needed very much, is just simple, but vast outlay of money and thought for the pur-pose of promoting art and art education. Moremany people in this city whose artistic cultivation has been carried to a point sufficient to enable them to do this kind of work. What is wanted is not finished pictures, but careful sketches. Those who have not thought upon this subject can hardly feel as we do-how important such things would be in our elementary schools.

> LIVING FOR OTHERS. And Mr. Horsfall follows up this appeal with the following observations, which are certainly

towns as they are of Manchester:

There must be in and near Manchester a large umber of educated persons having money and leisure, whose life is embittered by the knowledge American city, I believe. This fact serves to that most of the work people, to whose toil they partly owe their culture and wealth, live a life of gloom and are exposed to almost irresistible tempas to vice. They must desire to raise the life while the mass of these people live degraded lives the life of their own children must be constantly affected by degrading influences. Probably many of them are unwilling to take part in the only kinds of work for the good of the people in which they can now join—in district visiting, in work in Sunday lieve that all these kinds of work have little power to alter those conditions which do most to fill the life of the working classes with gloom and with temptation, and because, if they took part in these kinds of work, they would have to sacrifice much of the delight which now comes to them through books and art and travel. Many of them will find in the museum the means of making those pursuits which give them so much pleasure add to the hap-piness of many work people. Those who can draw and paint will be asked to give or lend to the mubeautiful things. Sketching clubs will perhaps lend sets of drawings, showing many aspects of some very beautiful place. Much pleasant work will have to be done in first carefully studying, and then carefully writing descriptions of, the contents of the museum, and in giving lectures in it on lit-erature and art. The aid of cheral societies and of other singers and players will also be sought.

THE NEED OF ART MOVEMENTS. movements as the Manchester popular art movement applies quite as fully to America as to England, and is worthy of most careful attention. It is from a letter written by Mr. C. T. I have already quoted sufficiently from the Newton, of the British Museum, to the Man-

easily be carried on in many different buildings, it may be extended till it include all persons who

Two special causes have been at work ever since inning of this century to destroy all suscontract of rows of houses of the most monotovelopment of machinery, putting an end to many branches of decorative handieralt has, by deluging the market with an abundant supply of patterns.

The Makine of the cogine room below, where it served to feed the roaring fires under the boilers.

THE MAKINE OF THE ORGAN. of which the only merit was that they were found to sell, destroyed the inventive faculty in the designer, and accustomed us all, in our daily life, to furniture and household objects the uniness of which is at once apparent to these who have schooled their eye by the study of really beautiful things, but is not so apparent to the ordinary. One of the problems of the future which I hope your project will help to solve, is to teach people not only how to discover that beauty which is latent to the intutored eye, but how, having discovered it, to rest and be thankful," and not to barter it away

n exchange for sensational novelty.
In this respect I am inclined to think the poor may have a better chance than the rich. They cannot so readily afford to be always changing the fashion of their attire merely for the sake of change; they live more at home, and, therefore, if once beautiful things could be, as it were, domesticated among them, and familiar as household words, the love of such things would take deep root in their hearts, and then they would be in a condition to discern and appreciate beauty wherever they saw it, in museum or in real life. THE GUIDING PRINCIPLE.

Finally, Mr. Horsfall sums up the guiding principle of the Manchester movement, as fol-

Success in bringing the influence of art to bear on the masses of the population in large towns will certainly only be obtained by persons who know that art is important just in proportion to the importance of that which it clothes, and who the importance of that rightness of appearance of the bodies and houses and the actions, in short, of the whole life of those large towns which are now, or threaten soon to be, "England," is of far greater ortance than rightness of appearance in all

Indeed, these few words are the key to the whole great movement that is taking place in England in the direction of giving new pleasure and new value to the lives of English working people. I have already called attention to the effort of the government to increase the beauty of English products and the skill of English workmen by means of the South Kensington and the Bethnal Green Museums, the governmental loan collections, and the national training schools. Another manifestation of the ater ones were successful. Last winter he gave a same tendency is the very great increase in public parks and playgrounds in English cities and towns. Still another is the supply of abundant cheap instruction in singing in connection with churches and schools, to say nothing of the introduction of singing into the

A Michigan Soldier's First Fight.

To the Editor NATIONAL TRIBUNE: Reading the experiences of the old vets in fantry-was in winter quarters near Poolsville, Md., the writer being one of the princithe line. We built small log shanties along the ployed to save time and labor in handling maone non-commissioned officer occupying each shanty, and posting two guards each, one above and one below their respective quarters. My company was on picket at the time I speak of, and the post in my charge, the extreme left, five decoration, repugnant to modern taste, expressed his admiration for it so enthusiaso'clock, we were startled by firing above us, and The pottery will consist of cups, jugs and other a patrol was sent down the line, and reported a designs for the ornamentation of cases are boat load of Johnnies crossing the river, or try- drawn and carved. As a result of the work enable me to act like a prince. The barge is ing to do so. The reserve had fired on them | done in this department, the organs which Mr. without effect, and it was thought they had passed several of the posts, who had been shooting at them. I went to my upper picket and told him to look out for the beat, and then went down to the lewer post and was talking about the affair, when I happened to look up flowers, ferns, grasses, forest trees, common birds, the river, and thought I saw the intruder, though, as it was quite dark, it was hard to tell | so far as the construction of the organ is what it was. However, I concluded it was the concerned, Mr. Beatty has directed his efforts boat, coming right towards us, and we were quite to preducing it with the greatest economy of ready for a fight, as we could see them, but they could not see us among the trees on the bank. delivery, by the members of the committee, and | On they came, straight for us, and we were by other persons who are willing to take part in quite excited, as they were the first Johnnies an organ may be, its permanent popularity the work, of short familiar addresses to the chil- we had ever seen. We watched that boat as after all, must depend upon the intrinsic never a boat was watched before. We saw that | musical value of the instrument.

PLANS FOR THE POOR. We hope, also, eventually to place at least two good casts from Greek sculpture in every school, in order that every child may know what the bodies of men and women should be like.

Stuck his bayonet into him. I expected that we both would be covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood, but none followed and no yell was heard. Instead there was a covered with blood because the covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. Instead there was a covered with blood but none followed and no yell was heard. a rattle like the tearing down of a stack of corn fodder, and we discovered that we had captured a corn-stack man on a raft, made of rails, the museum and school work, as they have al- by the rebs above and on the other side of the river. We took the imposter, however, and hung him to a limb of a tree that stood near | rectly to individual customers, ignoring all tee suggests the kind of help ladies may give, our shanty, and the next day, when the officer middlemen, and thus saving to buyers the of the day made his rounds, he wanted to amount of money usually paid out by manufac-Believing that many ladies, if they knew that their services would be useful, would gladly give help to the important work undertaken by the night before, on the river. He gave a hearty the organ. night before, on the river. He gave a hearty | the organ, ha! ha! and said: "That is what those fools were shooting at up at the reserve." And thus ended my first fight! M. A. ABBOTT, 1st Sergeant, Co. K, 7th Mich. Inf.

CASSOPOLIS, MICH. MUSIC FOR THE MASSES. Where 2,000 Organs a Month are Made-Some Sur-

prising Sights. Special Correspondence National Tribune. WASHINGTON, N. J., Nov. 5, 1883. "Tell us all about Beatty!" With this parting injunction still ringing in his ears, your correspondent this merning alighted from the New York express, and proceeded to execute his mission. Scarcely had he stepped upon the platform when he was greeted with the sonerous hail, "Beatty's factory and offices," and over of proceeding and an all the bird's nest, and the bird's egg. New, there are a colored gentleman of magnificent girth, beimmediately perceived that it proceeded from ningant countenance, and gorgeous livery, who forthwith handed him into an open barouche. He was soon on his way to the great organ factory, which its founder's ability and enterprise have made famous the country over. Arriving there he was pileted through the mazes of this wonderful bee-hive, where not a drone is anywhere to be seen, and, the inspection completed, he was driven over to the city as true of divers American manufacturing where the business offices and the salesrooms are located. There he had an opportunity of acquainting himself with the business methods by which Mr. Beatty has achieved success, while, later in the day, he heard from Mr. Beatty's own lips the story of his remarkable career. It was an odd experience to find in this remote little city the bustle and activity of their poorer neighbors, not only for the sake of those neighbors, but also because they know that interested your correspondent greatly to active the mass of these needle live degraded lives. count for the phenomenon. How came such a prodigious enterprise to be established here?

HAD HE A MAGIC WAND. What was the magic wand with which Mr. hools, in hospitals and prisons—because they be-eve that all these kinds of work have little power country dealer in musical instruments—smete this torpid spot and caused a palace of industry to arise in its midst? It was not until your correspondent had completed his investigation that he was able to solve the problem. And the first thing which he discovered, as he passed from one department of the factory to anotherfollowing the construction of the organ through its various stages until what was at first a heap seum careful studies of trees, of flowers, and other of rough, unsawn boards had become a repository of sweet sounds that needed but the touch of an amerous player to unbesom the very soul of music-was that through all those processes a definite purpose ran to create from best instrument that skill of hand, accuracy of made to add to the happiness of a large part of the community; and as the system of the museum of the freen acres which this great estabwill embrace schools, and part of its work may lishment occupies, was the timber arranged in tewering piles along the sides of a narrowdesire to make their culture and their wealth add | down gauge railway, down which, by means of to the culture and happiness of the whole commu- swiftly-gliding trucks, it was quickly conveyed, with the least possible expenditure of labor, to the drying house, and thence, by sim-The following argument in favor of such | ilar trucks, delivered to the factory to enter the first stages of its manipulation. I have an eye for lumber, trained in the great forests of Northera Michigan, and I saw that this lumber was sound, of beautiful grain, and well seasoned. I watched the great saw cut it into the required lengths with the swiftness and sureness of a paper cutter. The sawdust that fell from it, like a grist of yellow corn, vanished into the veracious jaws of a funnel, through which it was drawn by the power of suction nous and hideous character; and again, the de- to the engine room below, where it served

Following the newly sawn boards, I came to where they were being deftly joined together in the size and proportions necessary for the cabinet work, and saw with what definess the moulding machines did their work. And now these various parts of the organ case reached the scrapers, and their face was shaven as smoothly as the faces of the "French Barber's" customers, and then the planers took them in their tight grip, and they came out with the luster and gloss of silk. The natural beauty of the black walnut in all its delicate shadings and sinuosities of grain had been brought to view, and it was now fit for the hand of the cabinetmaker. And now I turned to watch the construction of the action of the organ, which was proceeding through other departments of the factory, and which, when completed, would meet the finished parts of the cases on a certain floor of the factory and there be put in its proper place among the other parts of the organ by the "fly finishers," as are termed the workmen whose business it is to put the organ together. I visited the wire-room, where the myriad of wires that open and shut the valves and exccute the will of the player, are made, and, when I reflected that seven thousand different pieces are required in the construction of an organ, it seemed marvelous that perfection could ever be attained. I took a hasty glance, teo, at the room where the fine and vari-colored felts used in the action of the organ were stored-\$10,000 worth of the finest quality were lying there. But I must hasten on to the "fly finishers" department, where the action is put into the case, and, what was before but an empty box becomes a complete organ.

It remains now but to give the organ its final finish of varnish, and to regulate the action. It will then go into the packing room, where huge boxes, made especially for the purpose will be waiting to receive it. Then it will be sent down on the elevator and loaded on the cars, which are standing on the private track of the factory, and be whirled away-how many thousands miles nobody knows-to some distant home, into which it is sure to bring delight to the ear and joy to the heart.

SOME STATISTICS. I might, if I chose, give the statistics public schools; and the public shools them- of this vast establisment - of the factory, selves, or board schools as they are called, which is two hundred and forty feet by eighty though a newer institution than our own free feet, with numerous wings and extensions; of public schools, are so wisely planned and so the workmen employed (who number 500); of constantly watched and criticised that we need the soft and mellow Edison lights which illuto look well to our laurels if the very schools | minate the building; of the speaking tubes are not to do more for the British workman's | which connect the various departments; of the children than our much quoted schools in | magnificent 500-horse-power engine which gives America do for our American children. F. K. 300 revolutions per minute, and the long line of shafting supported by an ingenious elbow from very heavy iron uprights, insuring the greatest possible regularity and uniformity of

I might say something, too, about the waterse far as possible from the baneful influences of THE TRIBUNE, calls to mind a little circum- works and the system of pipes and hose by music halls and public houses by having their eyes stance that happened in the winter of 1861-'62, which, in case of fire, the whole building could and ears trained at school to find pleasure in better when our regiment—the Seventh Michigan Ineye; and another interesting chapter might be written on the safe-guards employed against pal actors in the drama. It was our duty to accidents, and the care taken to have the buildpicket the Potemac from Edwards' Ferry for ing well-lighted and ventilated. The elevator about five miles down the river, our reserve be- hatchways open and shut automatically, and ing at the ferry. It took two companies to fill there are many ingenious contrivances em-

terial. In an organ, of course, the quality of the action is the point of first consideration, but Mr. | tured a beautiful eight-cared barge, and had it Beatty has been shrewd enough to see that the on board his ship. General T. W. Sherman old styles of cases were, in the matter of came on board one day and, noticing the barge, and there is, perhaps, no more interesting department in his factory than that where the Beatty turns out are distinguished by a simplicity and, at the same time, beauty of design that are not to be found in the organs of older and less enterprising firms.

BEATTY HIS OWN MAGICIAN. From what I have said it will be seen that. time and labor, -heavy elements in its cost, but, at the same time, out of the best materials. sensible of the fact that, no matter how cheap

handling directly to the mailing room, that I discovered the second and perhaps the principal reason of his success. In conversation with his manager I learned that from the first Mr. Beatty had made it a rule to sell his organs di-

As everybody knows, the profits on organs sold in this way have been, and still are, something enormous. An organ which costs perhaps \$50 at the factory is sold to the dealer for, say, \$100, and he in turn sells it to his customer at an advance of perhaps 100 per cent., thus compelling the latter to pay \$200 for an instrument that costs but \$50 to make. The customer, therefore, not only pays the manufacturer a handsome profit on his organ, but pays all the expenses of the middle man-the rent of his store, clerk hire, etc .- and a heavy bonus besides. Mr. Beatty, aware of the imposition to which buyers were thus subjected, and knowing that thousands of families who otherwise would have been glad to buy an organ, were deterred by the unreasonable prices charged by the dealers, determined, as we have said, to entirely ignore the middle man in the conduct of his business, and give the buyers the benefit of the latter's commissions, thus bringing the price of the organ within the means of families in even humble circumstances. The wonderful success which has rewarded his adoption of this sensible plan is the best proof of its wisdom. By supplementing these two essentials of success with a third of equal importance—judicious advertis-ing—Mr. Beatty has made his organs known throughout the breadth and length of the land, and his sales have reached as high as 2,000 in a single month, while the fact that his business is steadily and rapidly increasing is convincing evidence that the public are thoroughly satisfied with the quality of his instruments, and like his plain, honest, and straightforward way of dealing with them.

ALL THE RESULT OF METHOD. It requires, of course, an immense force of clerks to conduct the correspondence that such an enormous business entails, but everything in this establishment is reduced to a system, and I was struck, as I examined into the details of the management of the advertising, addressing and mailing, bookkeeping, and correspondence departments of the office, with the ease, accuracy and dispatch with which this vast volume of business was handled.

Prior to my visit I had been led to suspect that the success which Mr. Beatty had achieved was more or less ephemeral in its character and due chiefly to accident, but it is apparent. from what I have said, that it is due entirely to the adoption of sound, practical and thorough methods of deing business, and a rigid

adherence to them year after year.

Some two years age Mr. Beatty was so unfortunate as to have his entire manufactory destreyed by fire, but he did not lose courage. the old were cold .- in 120 days .- is an evidence with,-the violent and unconcealed hostility of which all novel enterprises are regarded by | the Grand Army of the Republic." the public, and the practical difficulty of meeting the steadily increasing demand upon his facilities for production—but he has already substantially overcome them all, and is to-day master of the situation. You may depend upon it that the Beatty organ, at the moderate price at which it is sold, will compel the older manufacturers and the voracious middle men to strike their colors.

THE MAN HIMSELF. are not half so interesting as Mr. Beatty him-self, who, though a self-made man-every inch of him-is not in any sense, an "upstart," or spoiled in any degree by his good fortune. I had a long chat with him this evening, and found him full of bright ideas, quick to see a point, hearty and cordial in manner, and, although completely absorbed in his business and thinking more of that than anything else in the world, evidently a man of broad education and liberal ideas-in short a type of the

successful American business man of the day.

Mr. Beatty is in figure tall and stoutly built, and his high forehead and thick black bushy whiskers give him a striking appearance. He has an eager, inquisitive eye whose steady glance you cannot hope to escape, and although he is exceedingly cour- the Grand Army." teous and affable in his manner, he wastes no words when business is the topic under discussion. He told me the story of his struggle with fortune. A native of New Jersey, born not far from Washington, he early developed a love for music, and, when turned adrift on the world as a result of a family disagreement, he started out to carn his living for himself without a dollar in his pocket, his musical instincts led him to engage in a small way in the business of buying and selling pianos and organs. He prespered at this, for he was then, as now, an active, stirring, push ing fellow, and being thrifty as well, it was notlong before he put his savings into the plant of a small factory, and began manufacturing himself. He is now thirty-five years old-scarcely yet in his prime-and the head of an enterprise great in conception and wonderfully successful in its execution. He is the benefactor of the whole neighborhood in which he lives. The citizens of Washington, N. J., regard him as a good fairy and have repeatedly elected him to the office of mayor, which he new holds. The establishment of his factory there has brought to the city hundreds of skilled employees, and the place is growing with the rapidity of the young cities of the far northwest. He might go to Congress, I suppose, from his district, or might even aspire to higher honors, but he is content with the reputation he has made as one of the leading business men in the country, and would rather be remembered by future generations. I imagine, as the man who first made possible. by the production of an inexpensive yet perfect organ, the musical education of the masses, than for any other achivement whatever. It only remains for me to say that, although he writes his name Daniel F. Beatty, it is pronounced as if it were written "Ba-ty." I. O. PENN.

THE LOYAL LEGION.

Meeting of the Washington Commandery-Some Stirring Speeches.

The Washington Commandery held its firts meeting for the ensuing season at the Arlington Hotel on Wednesday evening, the 7th inst. At the close of the business meeting the companions and their invited guests-Colonel Walter Evans, Commissioner of Internal Rev- Or where magnelias blend perfume, enue, Captain D. Anderson, and Mr. J. B. Fas- | sett-adjourned to the dining-room, where, in accordance with custom, they sat down to an elegant repast, provided by mine host Rosser. The symposium continued until a late hour, enlivened by songs and impromptu toasts, which were happily responded to.

It being the anniversary of the battle of Port Royal, Admiral Ammen 7as called upon. "Old Nicaraugua," as he is called in allusion to the interest he has taken in the proposed canal across the isthmus, in lieu of a speech. related the following incident: He had captically and seemed to anxious to possess it, that the admiral presented it to him. "I am delighted," said he, "that "he fortuniz of war yours." Admiral Ammon concluded his story with the generous toast, in which all joined "Here is to the brave men who fought at Port Royal, living and dead,"—and, after a pause, with inoppressive emphasis,—"on both sides." General Van Vliet, in a characteristic speech, congratulated the companions present upon their reunion after a summer's campaign among the watering places and upon the fact that during the year past the rolls of the Commandery had not been diminished by the death

of a member. General Rugglas, the prince of story-tellers, related an incident in the life of General Poton that proved to be the hit of the evening. A paper, contributed by General Felix Agnus, editor of the Baltimore American, was well read by General Albert Ordway. In response to repeated calls upon General Resecrans for a speech, the general said:

COMMANDER AND COMPANIONS: It is my duty to respond to your call on this my first meeting with you, and to thank you for your kindly greeting. The only drawback to the enjoyment of your society comes when one like me is asked for a speech and is not such a speech maker as to be interesting. While, therefore, Commander, I now obey your behest, I shall henceforward be obliged to seek the shelter of your

protection against being asked to bore you with speeches.

I have had a transfer from our Commandery at

San Francisco for more than a year, but personal business and illness in my family have hitherto prevented me from presenting it, as well as from responding to your repeated courteous invitations to meet you, for which now I thank you.

"Blood is thicker than water," and I think those ties which unite us are in a measure like those of blood kirship. I feel as if I were at home among such companions. And while each companion thinks with becoming modesty of his part in the great drama in which our ties were forged as a body, we are not likely to evervalue the great results of what was done by your united valor Under our sai generis system any number of inde-structable self-governing nations may be united under one indissoluble union, wherein each agrees to pay its share of the expenses for maintain ngle army and a single navy to do for them what the nations of Europe have to provide for separately at such vast expense laid upon pro-ductive industry—burdens from which our system secures substantial exemption. We are now thirty-eight of such nations support-

ing one army, one navy, one postal system, one system of coinage, weights and measures. No in-terior line of fortifications, revenue, or political police; no expensive diplomatic embassies, but simple courts to settle disputes among citizens of different States.

But we can as readily be three hundred and eighty as thirty-eight. The nature of our system admits of any number of nations uniting for the security of their own interests at the minimum cost to productive industry, the source of all wealth. And posterity will give to us a greater credit for the perpetuation of this system than any we have presumed to claim.

STRIKING HOME! What a Member of General Gresham's Regiment

Thinks of Him Now. To the Editor NATIONAL TRIBUNE:

We love to read THE TRIBUNE, because it makes us feel that we are boys once more, 'fighting them over again," not with shot and shell, but with paper bullets—and sometimes the paper bullet hurts as much as the lead, as in the case of General Gresham. When a boy of but sixteen years of age-in 1861-I enlisted in company G, Thirty-eighth Indiana infantry, of which General Gresham was then lieutenant-colonel, beloved by all who knew him. We watched his rise from lieutenant-colonel to colonel and from colonel to general, and, for several years after the war, we kept a jealous eye on him, thinking that in the near future, should others see him as we did, it might yet be "President" Gresham. But, alas, how frail the hopes of man! I have watched with more than ordinary care to see if it was not possible for our old friend to extricate himself from the pit into which he has fallen, but the die seems to be cast. Let justice be done, say we. If Gen. Gresham is guilty of the charges against him let him suffer the consequences. Let the Grand Army see to it that injustice is not done to any of its members. Order a court-martial!

Yours, in F., C., and L., JAMES W. MARKSBURG, Co. G. 38th Ind. Vols., Adj't, Post No. 108. ELLIOTTSVILLE, IND.

WHAT THE POSTS ARE DOING.

Resolutions condemnatory of the action of the Postmaster-General in removing Comrade Van Dervoort from office without just cause the materials at hand, with the greatest economy, expedition, and convenience of labor, the lat a cest of \$300,000—almost before the ashes of tablished his innocence were recently passed by W. C. Scott Post, No. 100, of Van Wert, beautiful possession of educated people can be machinery, and ingenuity of invention could of the stability and value of his business. He Ohio, and George H. Thomas Post, No. 13, of has had, of course, great obstacles to centend Indianapolis, Ind., (of which Gen. Gresham is a member,) was urged to take action in the entire musical trade, the distrust with the matter "according to the rules governing

Resolutions of a like tener were also passed by many other Pests: Henry Bayless Post, No. 203, of Conlin, N. Y., at its meeting on the 27th ult., declared "that the Postmaster-General had failed to substantiate the charges made against Van Dervoort by his (Gresham's) subordipates in office for their self-aggrandizement." Kilpatrick Post, No. 45, of Fremont, Ind., at its meeting on the 3d inst., passed resolutions criticising Gresham severely for "discharging But Mr. Beatty's factory and business offices | a worthy comrade, whom he had sworn to proteet, without the least cause."

G. H. Barnes Post, No. 175, of Sharon Centre, Patter county, Pa., passed similar resolutions. Palmer Post, No. 33, Winstead, Conn., on the 6th inst., declared "it is the duty of every Grand Army Post to demand that Comrade Gresham either publicly withdraws these charges or proves them to be true, and that (failing to do either) he be court-martialed for conduct unbecoming a true soldier and for a violation of his solemn obligations as a member of the Grand Army."

Stephen Miller Post, Dundas, Minn., in the resolutions it adopted lately, said: "That justice, which should be sacredly observed to all, and common courtesy alike, call for different treatment of a gallant soldier and comrade of

The Eighth Kansas. Read by Chaplain J. Paulson at the recent Leaven-

worth Reunion. Once more we meet-but not as when With youth and hope we marched away, A thousand men we mustered then-A feeble remnant here to-day.

Our banner flashed in waves of light, O'er serried columns, brave and strong, While thousands gathered to the sight, With cheers of parting, loud and long.

The merry jest and laugh went round,

Our toils and hardships to beguile, As with the soul of "Old John Brown," We tramped through many a weary mile. We tramped and fought, and fought and tramped, War's fierce tide surging to and fro, O'er mountain height and dismal swamp,

But now, by conflict torn and marred. Our flags hang on the silent wall, And we, gray-haired and battle-scarred, The struggles of the past recall.

Until the grand concluding blow,

For suffering binds with links of steel The souls that death together braved, And hearts, with tender memories fill, For those whose blood the Nation sayed.

Who sleep beneath the silent sod, Who yielding not to foes or fears, Were true to country and to God Wasting, as wastes the crumbling rock,

Our comrades of those troubled years.

Worn by exposure, want and toil, Falling in battle's deadly shock, But dying with the conqueror's smile-For them the camp-fire burns no more,

Nor morning reveille shall wake; The bugle's blast, nor cannon's roar, Shall never more their slumbers break. Their dust is scattered far and wide O'er battlefields their valor won, 'Neath Alabama's mountain side,

And Georgia's fervid Southern sun : Kentucky's dark and bloody ground Has closed upon the manly breast, And Tennessee a place has found For many a comrade's final rest.

Down by the gulf stream's cypress gloom.

Our Western households mourn the loss, Of lovers, sons and brothers, slain; They died, but perished not in vain!

The Union banner floats supreme O'er every spot their feet have pressed, And glory crowns the patriot's dream— A land united and at rest!

The life bloom of her children free, While from it springs through after time The flower and fruit of liberty. But while we drop the silent tear In memory of our comrades gone, A grateful country greets us here, And hails our work as nobly done.

Thus Kansas gave, in faith sublime

Then let the tale from age to age Be told with varied speech and style— In poet's song, on history's page, And art's proud monumental pile.

The parting comes-the conqueror, Death, Lays prostrate both the brave and strong, But while the Union stands, the Eighth FORT SCOTT, KAN., October, 1883.

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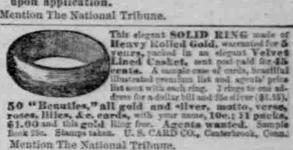
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